MILWAUKEE AREA ATARI USERS CLUB

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** AUGUST MEETING DATES **

MILATARI PICNIC

SATURDAY, AUGUST 18, 1984

2:00 PM

LOCATION TO BE ANNOUNCED

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MILATARI WEST MEETING

THURSDAY, AUGUST 23, 1984

7:30 PM

WAUKESHA STATE BANK COMMUNITY ROOM

ATR8000 - CP/M SIG

TUESDAY, AUGUST 21, 1984

DON WILCOX'S HOME

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MILATARI_PUBLICATIONS_LIBRARY_PROCEDURES

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I.D. must be shown on request.

Maximum of: One book
One Magazine
One Newsletter

Total   Three per meeting

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No deposit - No return

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meeting please contact publications librarian
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materials.

PRESIDENT'S RAM
by Gary Nolan

IT'S A FAMILY AFFAIR
(Or is it My Three Sons?)

No I'm not talking about *Jodie, *Buffy and French or Steve, Robbie, Chip and the gang. I'm talking about daddy Jack *Tramiel and his three sons. It seems that one of the reasons for *Tramiel leaving Commodore was the board of directors refusal to let him bring two of his sons into the company, one son already worked for the firm. So Jack looked for an opportunity to bring them all together under one (corporate) roof. And when Warner provided him with an opportunity to buy *Atari, he jumped at it and set up house keeping. Son Sam will take over Gentleman Jim *Morgans job as president, son Leonard will be in charge of software and Gary (The Enforcer) *Tramiel will be in charge of collecting some of the estimated $400 million that is owed to *Atari by its *deadbeat accounts. Part of moving into a new house is the "house cleaning" that takes place. Well the cleanup at *Atari has begun. Last week the first of 1000 people were let go. One thing that *suprised me was the number of people in the marketing (?) department. It was reported that *Atari had 300 while Commodore had about 25. Some of the cleaning will extend to the product line. The 600 was reported as "dead" before *Atari was sold so that's no *suprise, but what about the unreleased products. Things don't look good for the 1450 on the surface. *Tramiel wants to build a $1200 "Macintosh" type computer and the 1450 would just take up manufacturing time and effort. On the other hand if Jack doesn't have his dream machine already designed the 1450 would give him a ready to go high-end product. As for the long awaited expansion box, if he wants to rub noses with his *ex-wife (Commodore) this could give him the upper hand in the home area. The 64 has a similar box, but no one seems to want to build anything for it. The 64's operating system is not as flexible as the 800's from what I hear, which makes things like that difficult but not impossible. *Mr. *Tramiel has said that the

"New" *Atari Corp. will carry its present line into the Christmas season. The price could drop to around $170 by the end of September. This could be the start of what one unreliable source said was an effort on *Tramiel's part to drive Commodore to its knees and force a merger of the two, giving *ol' Jack control of the home market.

QUOTE OF THE MONTH, QUARTER, MAYBE EVEN YEAR

I can't pass this one up. I've always felt Gentleman Jim Morgan was not really a "believer" as far as the *usefullness of computers in the home was concerned. Now some people may not need or want one, that's true of any product. For instance I don't own a *VCR. Not that I think they're not worth it, but for no other reason than I just haven't gotten around to them yet. Jim's plan to save *Atari centered on game units, Fast Jacks is geared towar computers. Anyway *Tramiel took a jab at Morgan when he said, "Computers are much more useful than cigarettes". And you should remember that Morgan cameto *Atari from Phillip Morris.

*DING DONG! COMPUTER LADY CALLING.......

I didn't think things were so bad that *Tandy had to resort to peddling their products door to door! Actually it's not really door to door but in-home demonstrations of two Color Computer *II packages aimed at households with children of school age, and you have to make an appointment for the demo's. But *RS thinks so much of the idea that they plan to have close to 1,000 sales people in the program by years end, and 6000/7000 *salespeople when it's running full blast. Just think of it. All across America people will be jammed into living rooms watching *PC *demos, playing silly games to win useless prizes. OH *TUPPERWARE, what hath thou wrought???

HEY JIM! THE ANTS WANT MORE POTATO SALAD...

The first *Milatari picnic will take place in August. This will take the place of the

PRESIDENT'S RAM (con't)

regular meeting and be open to all members and their families. There will be a special mailing to inform you of time, place and rain date. The planned date is the 18th so watch for that postcard to be sure.

SUCH A DEAL! *Ver. 1.5

Glen *Goergen of S.U.E. (a *BBS) was at the July 21st meeting to tell everyone what S.U.E was about and what was planned for it in the future and to make you modem freaks a special offer. The plans include turning S.U.E. into a pay service that is full featured and reasonably priced. Charges will be $75 per year plus $1.50 *pre hour connect time. Thru the end August *Milatari members can subscribe for $45 a year no connect time charge, and that's as high as your fees will go. That is unless you cancel and then re-subscribe. For more information about S.U.E. see me at the meeting or call Glen at 643-1214. Remember this offer runs till the end of August.

*NAA-*NAAA-*NA-*NAA-*NA.......

One of the things that Fast Jack did just recently was to have *AtariSoft stop development of all software for the Commodore computers. He will continue to develop new products for Apple, *IBM and other computers. SO THERE! Meanwhile, Warner Software will begin *deliveries of a program called "The Desk Organizer" shortly. This package will allow the user to perform seven desk-management functions while running other programs like *VisiCalc, 1-2-3, *dBase *II and the *PFS series. In addition to allowing you to switch between the two *co-resident programs *TDO has a filing system, note pad editor, alarm clock, calendar, calculator, hard copy control, disk maintenance and a phone *dialer. "*TDO" is available for the *IBM-*PC. Sorry they don't write for the *po' folks *anymo'. *Ya all go round *ta da back doe'.

MY EDITOR DOESN'T UNDERSTAND ME

Before Dave comes and takes this away I'd like to remind you of the picnic on the 18th (right Jim?) and the *CP/M meeting on the 21st and the *Waukesha meeting on the 23rd. We'll have to try to put together a *vollyball workshop on the 18th.

Take it away Dave, see you on the 18th...............

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NEWS FROM THE DISK LIBRARY

WHAT'S NEW?

It's time to look at the Disk Library and make some changes. At this time there are 44 disks in the Milatari disk library. They date back to early 1981 and run to July 1984, and cover a varied number of interests. They range in subjects from early basic games and utilities, to present day complexities. In the best interests of all members I will make all 44 disks available at the August meeting. Starting in September members will be able to purchase disks #1 thru #20 by prepayment only. Cost will be $4.00 for an entire disk and $5.00 for customized disk of files from the above disks. From this point the same holds true for the preceeding disks at the rate of two each month. This will take the current disk selection back 13 months. Also the new Pprogram Library Disk contains all program names and a brief discription of all 44 disks. Note that all new disks contain a file called "PG.", which is the name and discription of that months disk.

Disk Librarian
Carl Mielcarek

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STARTING YOUR OWN SOFTWARE COMPANY

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The unemployment rate hovers around the highest figure since the 'Great Depression'. Bankruptcies have set a new record. Traditional employment has all but vanished. College graduates in social science, fine arts, nursing, natural science, and others are unable to find work in their chosen fields. Many of these graduates have found work as computer programmers, computer operators or system analysts. The pay is excellent, in most cases actually above the best salary that they could have found in their chosen work. These technical 'hybrids' are a rather unique breed of individual. After achieving a high level of technical expertise in one field they are thrown into another totally unrelated trade. They are asked to achieve in an area of unprecedented techical growth. Obsolescence functions on a scale of months rather than decades.

This was the first recent evolution of our technical society. The economy forced individuals with little or no interest in computers to become masters. The second evolution occured when the price for personal computers dropped to within the purchasing power of the average consumer. Families felt obligated to expose their children to this new technology. We are rapidly becoming a computer literate society. Words such as software and hardware, which would have raised the eyebrow of more than one listener years ago, are now found in common conversation. My favorite quote is that, "computer descriptions have replaced secretary's shapes as the most talked about subject in male office gossip". Clearly, we are also a computer crazed society. While the 'young man' of 30 years ago was advised to go into oil and real estate, the 'young man' (and woman) of today is advised to go into computers, video and cable. In today's society, we stress rapid information processing at the fundamental level. By fundamental level we mean the individuals sensory perceptions; reading text, viewing graphics and hearing audio. These are the growth industries of our present society.

Knowing this, we are able to structure a picture of the not too distant future. We are able to anticipate the demands of a computer literate society. By forecasting the demands of society we are able to make some pertinent business decisions. Decisions concerning what individuals are likely to buy and how much they are willing to spend. But why should your boss benefit from your analysis? In the past, to begin your own computer firm required the purchase of a multimillion dollar computer and facility. You needed a staff of ten or twenty highly skilled professionals to run the operation. Today, you are able to harness the same amount of computer power for a fraction of that cost. The new computers are able to be housed in any conventional office and, because of their simplicity, you are able to operate the entire system by yourself. A $20,000 investment will purchase a huge amount of computer power, peripherals, and software. Many individuals have far more equity than this in their homes. In other words, because of interest, training or forced employment more people than ever are competent computer technologists. The rapid fall in the price of processing power has given more people than ever the ability to invest in computer oriented companies. Not surprisingly, the number of computer oriented small business start ups are at an all time high. But then, so are the failures.

The thought of operating your very own computer business must have crossed the minds of every reader of this magazine. Before you mortgage the house and drain your savings account, you must be very sure that you will succeed. Good intentions are lousy reasons for making a poor investment. You are not only investing your time and money, but also your mental stability if you should happen to fall on your face. What assurances do you have that you will not be one of the fatalities? There are three fundamental questions which you must ask yourself before you invest:

1.What is the potential market area that I would be selling to? Sales can be made retail, directly to the customer, or wholesale. Wholesale can be direct to the dealer or indirectly to dealer via a distributor. Products and services can be marketed locally, regionally, nationally or internationally. Your customer can be a consumer, a businessperson, or a technical person.

2.What kind of competition can I expect? Computer manufacturers such as Atari, Commodore, Radio Shack, Sinclair and Texas

Instruments control 95% of the home computer market (under $1000). Business (under $10,000) and professional (under $3000) computer manufacturers include Apple, Radio Shack, IBM, DEC, AT&T, HP, Zenith, TI, KayPro, Morrow and Epson. These are huge companies to compete against. Most software and peripheral companies choose to sell a product which complements one or more of these machines. Companies that manufacture computers which compete, because of compatability and similarity with one of these more popular machines, are often the subject of lawsuits.

3.What exactly is the cost and potential profit from my product or service? The cost of capital investment includes office modifications, office machinery, and supplies in addition to the computer, it's peripherals and software. Besides capital investment there are salaries to be considered. Salary for the company's principal employee (you) and the salary for any additional helpers; secretary, receptionist, accountant, tax consultant, legal consultant, advertising agent, marketing agent, sales personnel and so forth. Few businesses are able to avoid this additional drain. Few businesses, that is, that succeed!

There are not enough pages in this magazine to go into the details of every peril that every possible type of computer oriented business can fall upon. Therefore, we will examine the pit falls that face only one particular kind of business - a software company. Our sole proprietor of this business is a fellow by the calling of Tom. Tom has just written a nifty game program on his home computer. He decides to open up his own software company, sell his nifty program and become filthy rich. So far, his intentions are commendable, but he has no formal plan, idea of costs or profitability, knowledge of marketing or selling. He has a gut feeling, but he hasn't done his homework. After a few moments of thought, he decides on an intial goal and sketches out an advertising plan. His goal is to produce 100 copies of his program and advertise it in a small home computer magazine. He assumes that two ads should sell most of his inventory. Then, from the revenue that this generates, he will reinvest the money to produce more copies and continue advertising.

What exactly is the cost to produce 100 copies of Tom's program and advertise it in a magazine twice? We investigated these costs with ALF Disk Copying Service and several home computer magazines; ANALOG ,Antic, BYTE, COMPUTE, Creative Computing, InfoWorld, Personal Computing and Softside. We have summarized these findings in Table 1. Of course, the prices quoted are subject to change.

Table 1. Production and Advertising Costs.

SERVICE		COST
Diskette	.Mastering Charge	$ 10
	.Purchase Price	165
	.Copying Charge	30
	.Sleeve Printing	35
Label	.Setup Charge	25
	.Printing	35
	.Applying	3
Mailer	.Cardboard Container	105
	.Packaging Label	25
	.Postage	80
Manual	.Printing	30
Magazine	.Advertising (2)	440
	.Ad Setup	35

$1018

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The copying process requires that two originals be sent to the service center. The originals are checked to be identical. Two masters are prepared, kept on file for one year and the originals are returned to you. You then purchase 100 (Memorex) diskettes from the service center stock and they are copied in about one week. Your company logo is printed on the sleeve of the diskette. The total cost for the copying process is $240. Setting up, printing and applying labels to the diskettes is an additional $63. One hundred floppy mailers constructed of rugged cardboard allow you to mail and handle your floppy diskette and its associated documentation in one package. An attractive package can be created by printing and applying an adhesice label on the mailer. After adding the appropriate postage (for the mailer, diskette and manual),the packaging cost is $210. A manual of two folded sheets, copied on both sides, could be printed for $30. Advertisement in a home computer magazine varies on the distribution size of the publication. However, a one page black and white ad usually sells for a rate of $16-22 per 1000 readers. Quarter page ads usually sell for one third of this price. Color adds an additional $400 to $600; 4 colors with bleeding. Small home computer magazines usually have a distribution of 20,000 to 40,000. Larger magazines may reach 500,000 readers. Usually, small magazines address only one brand of home computer. Mid size magazines have techinical articals about three to five brands of computers. Large magazines usually confront the entire industry as a whole. Their articles are seldom technically specific, but are of general interest to the largest number of readers.

Tom had planned to run his ad in a small publication, say 30,000 readers. If he ran a black and white quarter page ad that appeared in two issues the approximate charge would be $440. Add $35 for someone to setup his ad and Tom sends a check to the publishers for $475. This gives him a total fixed cost for production and advertisement of $1018. Believe me when I assure you that these costs are conservative. By the time this article is printed, inflation may have increased this bottom line figure another 20%.

Before we can determine Tom's potential profit, we must settle on a realistic retail price for his package. If we take a survey of retail prices for some popular programs we find that $29.95 is a common price. Programs such as Protector, Shamus, Nautilus, Canyon Climber Pacific Coast Highway and Astro Chase retail for this price. They are produced, however, by well known companies like Synapse, Data Soft and First Star Software and written by well known programmers like Mike Potter, Scott Adams and Fernando Herrera. Nobody has ever heard of Tom, so why should they buy from him? One way is to lower the retail price to $24.95 or even $19.95. Another way is to receive outstanding reviews by the magazines. We will hope for the later and cross our fingers.

One further consideration is to separate the profit generated by the author from the profit generated by the production of the program. Most software companies will pay a royalty fee if they decide to carry the program. Royalties range from 7-10% of the retail price to 15% of the wholesale price. So, Tom would have received $299.50 in royalties (at 10% of retail) for the sale of 100 programs if he had allowed someother company to produce and advertise the program for him. On the otherhand, he would have had to pay this amount if he planned to produce and advertise another author's work.

Let's review our cost per unit expenses so far (Table 2). The cost per unit for production and advertisement was $10.18 and author royalty was $2.99 for a total expense of $13.77. Most of our orders would be from dealers, relatively few orders would come from consumers. Dealers expect a quantity discount based on the number of units purchased or the total retail amount ordered. A typical unit discount is illustrated in Table 3.

Table 2. Unit Costs.

    $10.18   Production and Advertisement
     2.99   Authors Royalty

    $13.17

Table 3. Dealer Discount.

Quantity	Discount	Retail Price	Wholesale Price
10	35%	$29.95	$19.47
20	40%	29.95	17.97
70	45%	29.95	16.47
200	50%	29.95	14.97

We will assume that none of our dealers are willing to purchase more than 20 units from our unknown company. So, those dealers that purchase 10 units from us get a 35% discount and those that purchase 20 units get a 40% discount. In other words, they are able to purchase our $29.95 retail program at $19.47 and $17.97 per unit, respectively. Let's assume that 60 days after the first advertisement appeared in a magazine, that Tom sold 70 of the 100 units. He sold 10 directly to consumers, 40 to four different dealers and 20 to another dealer (Table 4).

Table 4. Tom's Hypothetical Sales, 60 days.

Quantity	Price	Total Revenue	Profit(Loss)
10	$29.95	$ 299.50	$167.80
40	19.47	778.80	252.00
20	17.97	359.40	96.00
30	Unsold	0.00	(395.10)
100		$1437.70	$120.70

Tom sold 70 units for a total revenue of $1437.70 resulting in a total profit of $120.70. But this profit is earned nearly two months after the release of the advertisement. The advertisement and payment must be sent to the publisher nearly two months prior to this. Tom invested $1317 for four months and earned $120.70 on his investment. If he would have invested his money in a high interest account (say 12%), he would have earned $52.68 over for months. Tom bettered this by $68. Unfortunately, Tom does not pay himself for his own services. Services like processing orders, driving to the post office, answering questions over the phone, sending dealer schedules out through the mail and monitoring his bank for bad checks. The rule of thumb for your time allowance is about one hour for each unit actually sold. If you choose not to count planning, bank balancing, letter writing, phone conversations, transportation and the like, then you are cheating yourself. If your boss told you to take a package to the downtown post office for him, you would certainly expect to get paid for it. So, that $68 of profit works out to $.97 per hour for seventy hours of labor. Not exactly minimum wage. The average program development takes a minimum of 200 hours which earned Tom $299. That works out to $1.50 per hour. Again, not exactly filthy rich.

We can hear all the hurt prides shouting "What if Tom sold 30 more units?". Well, what if Tom sold 30 less? Then we would receive nothing for our production labor and nothing for our programming effort. In fact, we might even lose part of our investment. If we lower our price to recoup our losses, we will be selling the program to the consumer at below what we sold it to the dealer for. The dealer is then stuck with an overpriced product that he'll lose money on. He will never buy anything from us again and our name is MUD! Or rather, Tom's name is mud.

After reading the intial draft of this article my wife's response was, "Wow, you sure paint a bleek picture of this industry. If its so bad, why does anyone take a chance at it?" Well of course, someone could always get lucky. If Tom had sold 300 programs instead of just 70, the profit from production and the author's share would amount to over $3,000. That's enough to live on and some left over to reinvest. Its the American dream, owning our very own business. People take the chance, despite the pitfalls, because of course, they could always get lucky!

Comrex Printer Review

by Steve Hanson
4204 Claire St.
Madison, Wi 53716
(608)221-3606

Name of Product   Comrex I and II printers
Name of Company   Comrex International Inc.
Address of Company   3701 Skypark Dr. Suite 120
                       Torrance, Ca 90505
Phone   (213)373-0280

The Comrex Comwriter I and II
Two Economical Letter-Quality
Printers

Up until the last few months computer printer purchasers have had to make a choice between purchasing a printer at low cost or having a printer with true letter-quality type. The low-cost letter quality printers such as the Smith-Corona TP-1 have been woefully lacking in many of the features most people desire in letter-quality printers. The other low-cost alternative has been the "correspondence-quality" dot matrix printer. Although the latest dot matrix printers give remarkable print quality for a low price, their print does not look like typewriter-quality printing except to the very casual observer. However, with the arrival of several recent Japanese imports, letter-quality printing at a home computer price has become a reality.

I have recently purchased one of these printers, the Comrex CR-II. I had previously owned a Comrex CR-I printer. Both printers are similar in some respects. The CR-I is a full-width printer (15 inch carriage) which had been useful for such things as printing assembly language listings and business eports. However I very rarely used the full-width feature. The CR-II will take paper up to about twelve inches wide.

Both printers use identical daisy-wheels. They are used in printers made by several companies, including Brother. These wheels ($20-$25 each) are fairly easy to obtain at any Brother typewriter dealer, or any computer dealer that sells the printers. There are several fonts available. Print wheels come in 10/12 pitch fonts, and there is one 15-pitch font available. There is currently only one proportional spacing wheel. The wheels are very nice, and are made in a drop-in cassette, making them very easy to interchange without even removing the ribbon.

Although daisy wheels are easy to obtain, the ribbons are another matter. I had become spoiled by the fact that my old Comrex printer use IBM Selectric II typewriter ribbons. The CR-II uses a fairly new Brother ribbon cartridge. I had a great deal of trouble obtaining the Brother cartridge locally. I finally found some at a local typewriter shop. The

Comrex Printer Review

IBM ribbons were readily available and by careful shopping I could buy them for less than $2 each. The Brother ribbons seem not to last quite as long (comparing single strike ribbons), and were quite a bit more expensive (about $5 each). However I suspect some other companies other than Brother will make these ribbons soon, and the price will probably drop. I have also found that using the cloth ribbons ($7) gives nearly the same print quality, and the cloth ribbons last much longer. I usually use the cloth for everything except final drafts of articles.

Both printers give equivalent print quality using carbon ribbons. The print quality is equal to that obtained from a high-quality office typewriter.

Neither printer is particularly fast. The CR-I prints at about 17 cps and the CR-II at about 13 cps (maximum speeds in pica pitch). The older CR-I is not only faster, but appears to be somewhat sturdier also. The CR-II seems to be designed for the more casual user who needs a light-duty printer with many features and very high print quality.

Although both printers have several features, the new CR-II wins in the features department. Both printers can print in 10, 12, or 15 pitch. The CR-II also will print proportionally, although there is only one proportional wheel available. The proportional font produces a very nice print quality because the letters are spaced according to the inherent widths of the characters (e.g. the i is very narrow, and the M is very wide.)

The CR-II also has several other features lacking on the CR-I. The CR-II can print boldface characters under computer control. It also has a small red ribbon which can be selected under computer control, making it easy to mix black and red printing in one document. However, I have so far been unable to obtain these red ribbons locally. Therefore, I have made little use of this feature.

The CR-II comes equipped for friction feed, like most letter-quality printers. It has a very nice auto-load feature wich allows you to insert a piece of paper and have the printer load it automatically. This works quite well and makes using the printer for single-sheet feeding much more pleasant.

Options for forms handling include a fairly inexpensive ($100) tractor feed and a (comparatively) very inexpensive ($250) sheet feeder. The sheet feeder lets you load the printer with a stack of paper and feed the sheets automatically. I recently had a chance to try both of these options and found that they both worked quite well. The Atari owner can use the parallel interface version of the CR-II very easily. It will plug directly into the 850 interface with no problems. The printer is also available with a serial interface at higher cost.

However, as is often the problem with printer interfacing, software rears its ugly head. This tends to be a problem when using many printers with the Atari. Most software will not support letter quality printers on the Atari, mainly because very few people have bought these printers for use with Atari computers due to the comparitively high cost of typewriter

Comrex Printer Review

quality printers compared to the cost of the computer itself. The Comrex is supposed to be code compatible with the Diablo printers. Therefore I expected to be able to use my copy of LJK's **Letter   Perfect** with no modification. I was wrong. The Diablo driver in **Letter Perfect** version 3.2 is not compatible with the Comrex. However, I recently received version 3.3 of **Letter Perfect** which now supports the CR-II properly. All features are supported except for the proportional spacing. However, the package does insert variable width spaces between letters to produce neat justification.

Currently there are no other word processing packages available for the Atari which allow direct support of the CR-II's print features. It will work with every word pocessor I have tried, but the print functions on the packages are not designed for this printer. Many of these features may be used indirectly, for example by using the featues in **Atariwriter** for inserting control characters. A friend of mine is currently writing a word processor which supports the CR-II along with several others. I hope to be able to review this package soon.

In summary, the Comrex letter quality printers offer quite a bit of value for the price. The CR-I would be the printer of choice if a slightly faster printer with full-width print capability is desired. The CR-II is more suitable for lighter duty use where features are more important than print speed. Both printers offer many features for letter-quality printers in this price range, but neither is likely to be fully supported by any current Atari word processing package.

SEEK AND FIND

This month we will finish up testing you ability to spot 6502 Assembler Mnemonics.

```
ROL..Rotate one bit left in memory or the accumulator
ROR..Rotate one bit right in memory or the accumulator
RTI..Return from the interrupt
RTS..Return from subroutine
SBC..Subtract memory from accumulator, with borrow
SEC..Set carry flag
SED..Set decimal mode
SEI..Set interrupt disable status
STA..Store accumulator in memory
STX..Store X register in memory
STY..Store Y register in memory
TAX..Transfer accumulator to X register
TAY..Transfer accumulator to Y register
TSX..Transfer stack pointer to X register
TXA..Transfer X register to accumulator
TXS..Transfer X register to stack pointer
TYA..Transfer Y register to accumulator
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F D H D S U O H U M S Z D W D C S T
L T Z U Z E Q A L F E O A M B Y I I
P J H B R L H M D S I L R X C J X L
A C H B B O D B N T R F A A Q S A Q
K W B E N T W O R C H Y D R U N U Y
O H E N T W X K X V N F B H O B T X S
I Z C S U X K X V N F B H O B T X S
L M Q E F X A A L W Y I N O W G Y Q
C A R M A G R A R R O U N J R U J B
V R U L V N I T F S S W N S D E Q B
O O C L I L F A I O P T B J J E V B
F R D G W E D S E Q L U B Y I U C R
W X N R S K A T T Z O G O M A G S R
E C S S Y K Y F N E Y A M Z K C F P
P M T T R H P S T S Y Z S E I H B
T I H K E F D Q T A Y U K D E S R K Q
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Direct all inquiries, membership requests and newsletter submissions to:

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Milwaukee Area Atari Users Club

MILATARI is an independent, user education group which is not affiliated with ATARI, INC. The newsletter is the official publication of MILATARI and is intended for the education of its members as well as for the dissemination of information concerning ATARI computer products.

MILATARI membership is open to individuals and families who are interested in using and programming ATARI computers. The membership includes a subscription to this newsletter and access to the club libraries. The annual membership fee is $15 for individual or $20 for a family.

Other computer user groups may obtain copies of this newsletter on an exchange basis.